



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



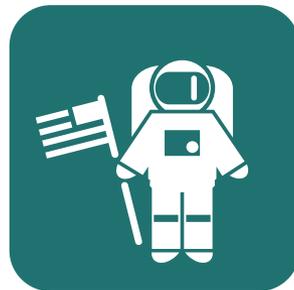
*NASA Mentor-Protégé Program: Fostering
Successful Partnerships the Possibilities are
Endless*

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Program Manager
Tuesday, May 8, 2018

NASA's Office of Small Business Programs: Vision



- ❖ **Vision Statement:** Promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.



NASA's Mentor-Protégé Program: Purpose

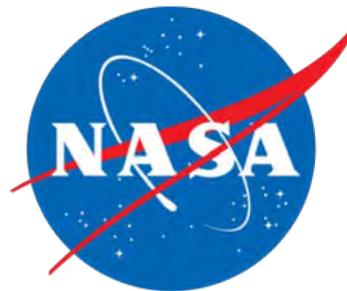


- Mentor-Protégé Program created to:
 - 1) Provide incentives for NASA's large prime contractors
 - 2) Assist eligible small businesses, enhance capabilities to perform as prime contractors, subcontractors, and suppliers under Government and commercial contracts
- Mentor-Protégé Guidelines can be found in:
 - NASA's Federal Acquisitions Regulation (FAR) Supplement (NFS) 1819.72

Approved Federal Government Mentor-Protégé Programs

- 3 out of 11 Federal Agencies received approval to operate standalone Mentor-Protégé Programs:

- NASA
- DHS
- DOE



- Approval expires February 20, 2023
- DoD and FAA mentor-protége programs do not fall under the Small Business Act (did not require a SBA waiver)

NASA and SBA Mentor-Protégé Program (MPP) Comparison

	NASA's MPP	SBA: ALL SMALL MPP	SBA: 8(a) MPP
APPLICATION	<ul style="list-style-type: none"> Centers own the Mentor-Protégé Agreements Available at www.osbp.nasa.gov Submit Mentor-Protégé application to Center Small Business Specialists 	<ul style="list-style-type: none"> Centralized through Certify.SBA.gov 	<ul style="list-style-type: none"> Decentralized Application to District Office BOS Package of documents to submit Multiple levels of review
SIZE	Self-Certify @ www.sam.gov or SBA Certification (i.e. HUBZone and 8(a))	Self-Certify @ www.sam.gov	8(a) eligibility requirements
AREAS OF ASSISTANCE	Mgmt & Technical, Financial, Business Proposal, IT Certifications, Security Clearances, etc	Mgmt & Technical, Financial, Contracting, International Trade Education, Business Development, General and/or Administrative Assistance	Mgmt & Technical, Financial, Contracting, International Trade Education, Business Development, General and/or Administrative Assistance
DOCUMENTATION REQUIRED	Mentor-Protégé Agreement application, Protégé Application, Mentor Application	Application, Business Plan, Tutorial Certificates, MPA	MPA, Business Plan and documents required by District Office
TERM	Up to 3 Years	3 years with 3 years renewal	3 years with 3 years renewal
PROTÉGÉ ELIGIBILITY	SDVOSB VOSB WOSB SDB/8(a) HUBZone HBCU/MI SBIR/STTR Phase I Ability One Program	Small Business WOSB SDVOSB HUBZone	8(a)
PROTÉGÉ LIMIT	2 Mentor-Protégé agreements over firm's lifetime	Protégé may have up to 2 SBA MP relationships over firm's life time. 8a may transfer existing MPA to	Protégé may have up to 2 SBA MP relationships over firm's life time
MENTOR	Mentor may have unlimited Protégés at any one time	Mentor may have up to three protégés at any one time in the aggregate in SBA's MP Programs	Mentor may have up to three protégés at any one time in the aggregate in SBA's MP Programs
JOINT VENTURE AGREEMENTS	N/A	Not reviewed or approved by ASMP	District Office BOS approves 8(a) JVs only

NASA's Mentor-Protégé Program: Mentor Eligibility Criteria



- **Eligible Mentors must be:**
 - A large prime contractor performing under contracts with at least one (1) approved subcontracting plan negotiated with NASA, pursuant to FAR Subpart 19.7, “The Small Business Subcontracting Program”; *or*
 - A small business with an approved subcontracting plan at the time of award who is eligible for receipt of Government contracts

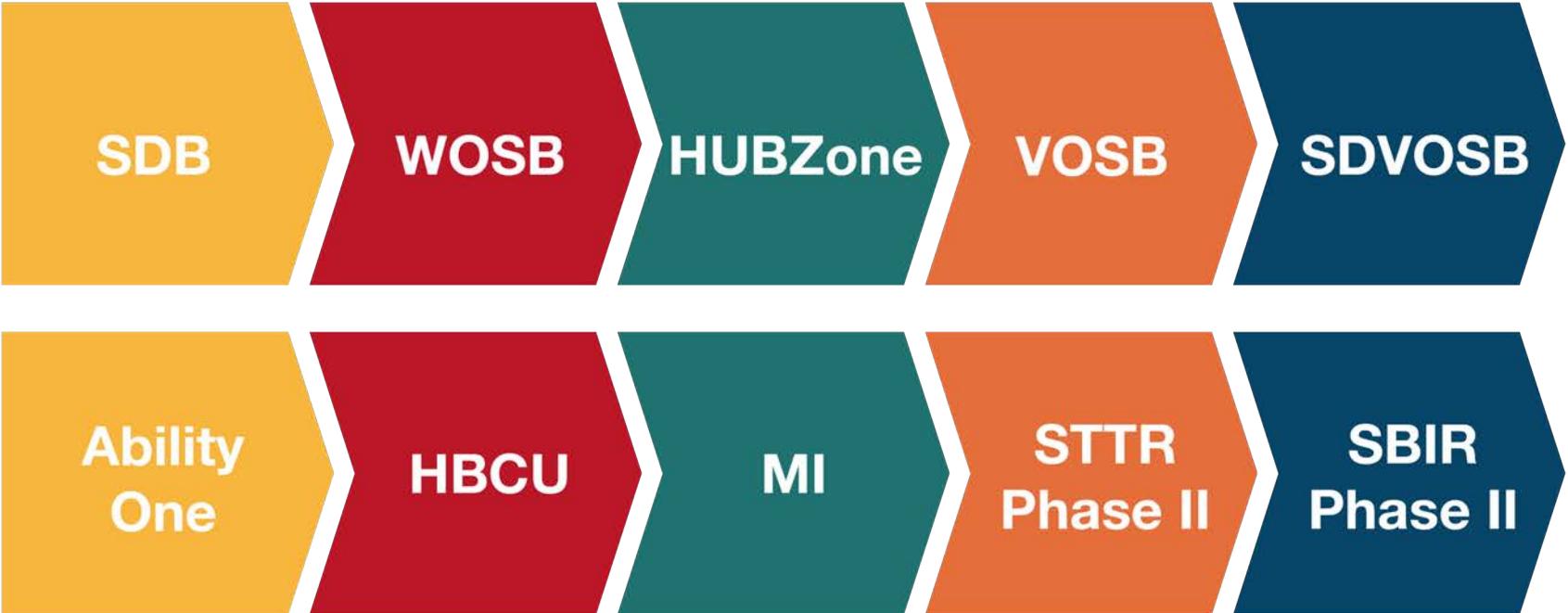


Approved NASA Mentors



- | | | |
|---|---|---|
| 1) AECOM Federal Services, Inc. | 13) Leidos Innovations Corporation | 24) Sierra Nevada Corporation |
| 2) Aerojet Rocketdyne | 14) LJ&T Associates, Inc. | 25) Southwest Research Institute |
| 3) Assurance Technology Corporation (ATC) | 15) Lockheed Martin | 26) Teledyne Brown Engineering, Inc. |
| 4) CH2M Hill | 16) Millennium Engineering and Integration Company | 27) The Boeing Company |
| 5) CSRA, LLC | 17) Northrop Grumman | 28) URS Federal Technical Services, Inc. |
| 6) Engility Corporation d/b/a TASC, Inc. | 18) OrbitalATK Flight Systems Group | 29) Vencore Services & Solutions, Inc. |
| 7) Enterprise Services, LLC | 19) PAE Applied Technologies | 30) Wyle Laboratories, Inc. d/b/a KBRWyle |
| 8) Hamilton Sundstrand Space System International, Inc. | 20) Raytheon Company | |
| 9) Honeywell International, Inc. (Aerospace Division) | 21) Science Applications International Corporation (SAIC) | |
| 10) Honeywell Technology Solutions, Inc. | 22) SGT, Inc. | |
| 11) Jacobs Technology, Inc. | 23) Sierra Lobo Corporation | |
| 12) L3 Communications | | |

NASA's Mentor-Protégé Program: Eligible Protégé Categories

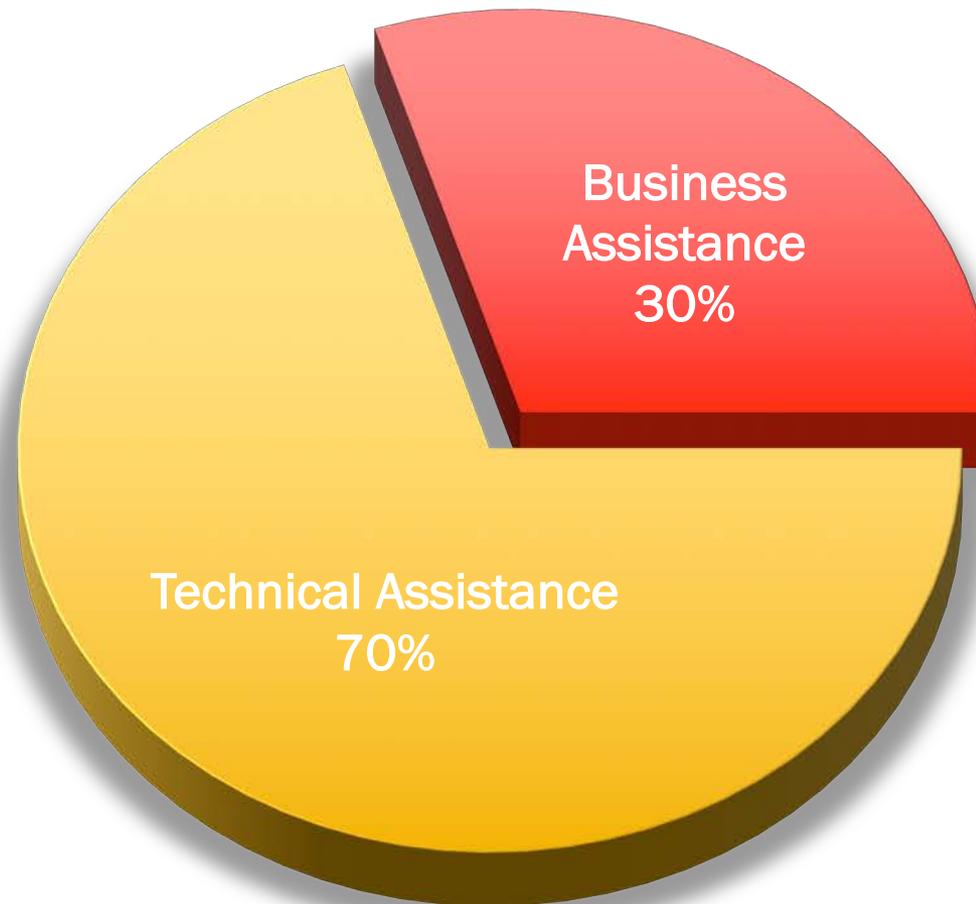


NASA's Mentor-Protégé Program Summary



- 9 Active NASA Agreements (\$902K)
 - Ames Research Center: 1
 - Goddard Space Flight Center: 2
 - Johnson Space Center: 1
 - Langley Research Center: 1
 - Marshall Space Flight Center: 2
 - NASA Shared Services Center: 2

NASA Mentor-Protégé Program Developmental Assistance



NASA Mentor-Protégé Program

Examples of Developmental Assistance



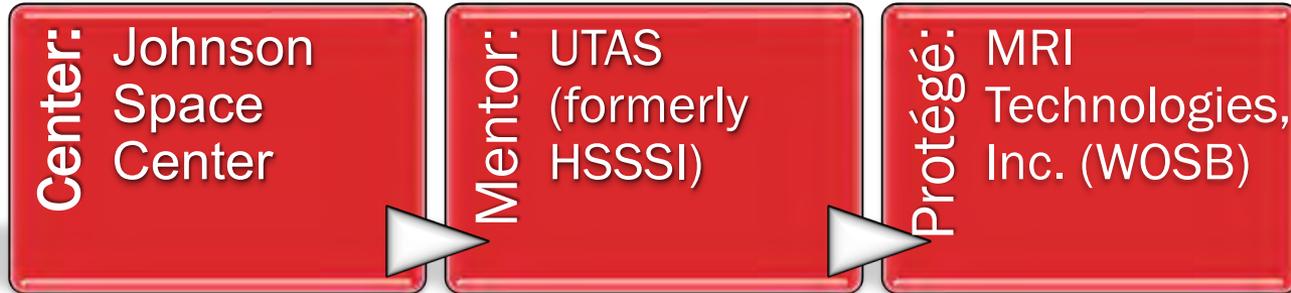
❖ **Technical Development (70%), including but not limited to:**

- Quality Management programs: ISO 9000 Certification, SEI/CMM certification
- Technology Transfer
- Obtaining Security Clearance for Institutional facilities
- Lean Six Sigma
- Fiber optics systems design
- Network systems: design and engineering, implementation
- Information system design
- Tooling design and fabrication

❖ **Business Development (30%), including but not limited to:**

- Organizational planning management: Strategic and Business Planning, legal/risk management, proposal development
- Business development/marketing/sales: Market Research, Product Forecasting, web-based marketing, e-commerce
- Human Resource Management
- Contract management
- Facilities and plant management: security, health and safety, OSHA standards
- Any other assistance designed to develop the business/infrastructure capabilities of the Protégé

Mentor-Protégé Agreement Spotlight on Success



- NASA Mentor-Protégé Agreement of the Year award winners (FY2015)
- MPA Accomplishments & Successes:
 - New 401K and timesheet system & revamped company website
 - MRI awarded new government & commercial subcontracting requirements (\$1M+)
 - Earned PMP and AS9100 certifications, in addition to Export Compliance Profession (ECoP) Accreditation

Mentor-Protégé Agreement Spotlight on Success



- NASA Mentor-Protégé Agreement of the Year award winners (FY2016)
- MPA Accomplishments & Successes:
 - FY2015: Awarded first NASA prime contract (\$1.9M)
 - UNLV student hired permanently with TBE
 - Various training courses taken by student to assist with various NASA projects, especially related to International Space Station
 - UNLV received multiple prime contracts and subcontracts during MPA tenure from both NASA and other federal agencies (\$3M+)

Mentor-Protégé Agreement Spotlight on Success



E 84



- MPA Accomplishments & Successes:
 - Subcontract awards from Mentor exceed \$8.7M
 - Six Sigma training received
 - Established direct and frequent connections with Partners by joining the Maryland Space Business Roundtable
 - Element 84, Inc. is currently a major subcontractor on follow on contract with Raytheon with 2nd active Mentor-Protégé Agreement

Mentor-Protégé Agreement Spotlight on Success



IGNITE



- MPA Accomplishments & Successes:
 - Completed Quality Management ISO 2015 Certification
 - Progressively pursuing CMMI Level 3 and PMP Certification
 - Established working sessions on improving level of knowledge of administering federal contracts within contract/subcontract and procurement functional area

Questions?

NASA Office of Small Business Programs

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NASA Vendor Database: <https://vendors.nvdb.nasa.gov>



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NVDB